



## **Cargo Preference News4U Moving Cargo – Lifeline of the Sea**



**CAPT William Schubert**

**December 2004**

### **FORGING AHEAD WITH MARITIME ADMINISTRATOR SCHUBERT**

I would like to extend my heartfelt thanks to all who have supported America's U.S. merchant marine during the past year. We in the maritime industry appreciate your long standing support of ensuring America has a presence on the high seas and that our America flag ships continue to transit international waters.

During this year we have seen a lot of positive movement in the maritime industry. One such movement was the implementation of ISPS. Another step forward and, perhaps the most recent victory, was the passage of the JOBS Act, which includes the provision of the tonnage tax. This provision replaces the current corporate tax system for shipping industries with a tax based on the overall tonnage of a company's commercial fleet. With the approval of the tonnage tax U.S.-flag shipping companies are on a more level playing field with its counterparts.

With your continuing support, I know we can make a difference. I am committed, as I know you are, to promoting America-flag vessels in global waters.

### **In the News – MARAD**

#### **SHIPPER RECOGNITION AWARDS PROGRAM**

Supporting America's merchant marine is more than idle words to some exporters and importers. The Maritime Administration's North Atlantic Region and South Atlantic Region, respectively, held separate ceremonies during which time two shippers were honored for their commitment to shipping internationally on U.S.-flag vessels. Each entity was awarded the Agency's Plaque of Appreciation for shipping a significant portion of their cargo on U.S.-flag vessels.

In accompanying letters to each exporter, Maritime Administrator Captain William G. Schubert extended his thanks for jobs well-done. In fact, he expressed his appreciation by noting, "on behalf of the Maritime Administration and the maritime industry, I extend our sincere appreciation for your outstanding support of America's service exports and the national policy to maintain our merchant fleet to meet the need of our economic and defense security."

The honorees included:

**Ames True Temper – presentation by MARAD’s North Atlantic Region Director Robert McKeon**

On behalf of MARAD’s Administrator, the Region Director presented Ames True Temper, Inc. with MARAD’s Plaque of Appreciation in a ceremony at that company’s headquarters in Harrisburg, PA. Founded in 1774, Ames True Temper is the world’s largest manufacturer of non-powered lawn and garden tools. The company received recognition for voluntarily directing significant U.S.-flag liner business to a U.S.-flag carrier. Ames contracted to move 400 TEUs in 2003 and 800 TEUs in 2004, principally through the Port of New York and New Jersey via an all-water route from China. The Region Director extended his personal appreciation to Ames True Temper for its continued support of U.S.-flag carriers.

**Graphic International Packing, Inc. – presentation by MARAD’s South Atlantic Region Director Nuns Jain**

MARAD recognized Graphic Packaging International (GPI) for its support to the U.S. merchant marine. MARAD’s “Plaque of Appreciation” was presented to Stephen Humphrey, President and CEO, and Doug Waterbury, Director, Global Purchasing at a ceremony at GPI’s headquarters in Marietta, GA.

GPI is a global leader in beverage, food and consumer packaging, with over \$2.25 billion in annual sales. The company was created by the 2003 merger of Riverwood Holding, Inc. and Graphic Packaging Corporation. The company provides innovative, cost-effective packaging solutions to world-class food and beverage brands. GPI’s core products are beverage packaging, flexible and rigid barrier products, dispensing systems, machinery packaging equipment, canisters, package enhancements and formed trays. GPI holds rights to more than 1,800 U.S. and foreign patents with more than 800 patent applications currently pending for its printing, packaging and converting processes. GPI operates 4 paper mills, 27 converting operations and 4 machinery manufacturing plants worldwide, employing approximately 8,000 people. GPI customers include many of the most recognizable consumer product companies in the world, such as Kraft Foods, Masterfoods USA, Anheuser-Busch, Inc., General Mills, SABMiller, Coors Brewing Company, The Coca-Cola Company, PepsiCo, Sara Lee Corporation, and Campbell's.

**IN THE NEWS –INDUSTRY**

**2005 NDTA/NAVY TRANSPORTATION TRAINING SYMPOSIUM**

The 2005 NDTA/Navy Transportation Training Symposium is scheduled for January 19-21<sup>st</sup> at the Waterside Marriott Hotel and Conference Center in Norfolk, VA. Some of the topics on the agenda include Distribution Process Owner, Defense Transportation Coordination Initiative, AIT/RFID Policy, Regional Inventory and Materials Management Pilots, AA&E Strategic Plan, and CNI Supply Functional Transfer.

The Maritime Administration will be in attendance at this event. In addition, MARAD will exhibit during this event, with information about the agency and its programs.

To register on-line, or learn more about the 2005 Symposium, click on [www.ndta-navy-transportation-symposium.com](http://www.ndta-navy-transportation-symposium.com).

**MARAD HIGHLIGHTS ITS CUSTOMERS - - AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)**

USAID is a Federal government agency under the Department of State. The Agency was created in 1961 and is one of the principal U.S. agencies to extend assistance to countries recovering from disaster, trying to escape poverty, and engaging in democratic reforms.

USAID works in agriculture, democracy and governance, economic growth, the environment, education, health, global partnerships, and humanitarian assistance in more than 100 countries to provide a better future for all.

The Agency funds a wide variety of programs, including funding for the initial Iraq Reconstruction contract.

USAID also sponsors an aid program based on loans and grants. This program promotes economic prosperity through further development of a country's market-based economy transitioning from state intervention in resource allocation.

USAID is a proud partner in the \$15 billion President's Emergency Plan for AIDS Relief, announced by President Bush in 2003. The initiative is focused on achieving the goals of treating at least two million HIV-infected persons with anti-retroviral therapy, preventing seven million new infections, and providing care and support for 10 million persons infected with or affected by HIV, including orphans and vulnerable children in 15 focus countries. These countries, which are home to nearly 50 percent of HIV infections worldwide, are: Botswana, Cote d'Ivoire, Ethiopia, Guyana, Haiti, Kenya, Mozambique, Namibia, Nigeria, Rwanda, South Africa, Tanzania, Uganda, Vietnam, and Zambia.

Another area falls under the food aid program. Public Law 480 and Title II programs were authorized under the 1954 Agricultural Trade Development and Assistance Act. The largest program, Title II, provides donations of U.S. agricultural commodities to meet humanitarian food needs in other countries. Bulk and bagged whole grains, such as corn, soybeans; sorghum and wheat are distributed through private voluntary organizations.

Cargoes generated by the various AID programs provide a base which is critical to maintaining a U.S.-flag merchant fleet and the associated citizen mariners who man our vessels and defend our economic and national security in both peace and war.

To learn more about USAID, visit its web site at <http://www.usaid.gov>.

#### **A SHORT NOTE: NOW HEAR THIS – AN OPEN INVITATION**

I would like to take this opportunity to thank each of you who has contributed to the success of this publication. The only way to find out what's going on in and around the industry is to look to those who are involved on a day-to-day basis. As 2004 comes to an end and looking with anticipation to 2005, I encourage each of you to start thinking about how we can better serve you – our customer. Why not share some of your company's success stories. If you are interested, contact Sharon Jenkins at (202) 366-5064 or via email at [Sharon.Jenkins@marad.dot.gov](mailto:Sharon.Jenkins@marad.dot.gov).

To learn more about the cargo preference program, click on [http://www.marad.dot.gov/offices/cargo\\_pref.html](http://www.marad.dot.gov/offices/cargo_pref.html) or contact us directly at 1-800-9US-FLAG or 202-366-4610. We appreciate each of you taking time to read this newsletter and your involvement in submitting articles for inclusion.